

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 04029 160803Z

12

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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P R 160730Z AUG 75
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5401

UNCLAS STOCKHOLM 4029

FOR BIC/OIM BEIRING

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: PROCUREMENT AVIOINIC SHOW

1. MR. ISLANDER OF SKANDIA METRIC, REPRESENTING CUSHMAN ELECTRONICS IS BACK ON AUGUST 18. TALKS WITH MEMBERS OF HIS STAFF INDICATES LITTLE INTEREST.
2. MR. EVERT RAADSEN OF BUSINESS JET SWEDEN AB RETURNS ON AUGUST 18. CESSNA, BELGIUM, ONE OF THEIR PRINCIPALS, HAS DECLINED DIRECTLY TO STC.
3. MR. ASK OF SVENSK FLYGTJANST AB SWEDAIR LTD. SAYS PARTICIPATION NOT LIKELY STC WILL WORK ON THIS LEAD UNTIL FINAL DECISION MADE.
4. MR. DEREK J. MCCOOL OF AB G. BRANDT & CO. STATES THAT SERVO DEFINITELY WILL PARTICIPATE. SINCE THE SWEDISH FIRM INTENDS TO SIGN PA AND PAY IT APPEARS LOGICAL THAT THEY ENTER SHOW ON A MULTI-ACCOUNT BASIS. HOWEVER THEY ARE WAITING FOR REPLIES TO THEIR TELEX OF AUGUST 12 REQUESTING SUPPORT FROM WILCOX AND AEROCOM BEFORE THEY INCLUDE THOSE COMPANIES IN PA. STC BELIEVES FINAL OUTCOME WILL BE A LOGICAL MULTIACCOUNT PARTICIPATION. STRAUZ-HUPE

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NNN

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